



## For Charm in the Home

Furniture is the real foundation upon which a beautiful home is built and it is not necessary to make any large expenditure to achieve that effect of charm and beauty that everyone wishes. In fact, you can add a piece or two here and there in the various rooms in your home without extravagance and yet make each room look entirely different. Right now, with the new Fall styles on display is the very best time to make your selection.



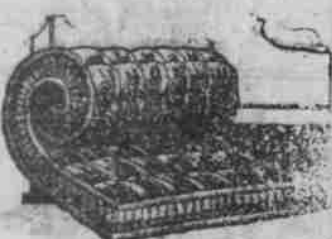
**Extra Large Overstuffed Suite** ..... **\$165.00**

The suite illustrated is made under our direct supervision, and every detail is correct. A very beautiful and long-wearing suite, upholstered in choice of tapestry or velour. Inside construction guaranteed. Removable spring cushions, spring back, all outside backs covered with same material. Three pieces.



**Beauty and Quality Combined** ..... **\$185**  
**In This Well Made Suite**.....

Here is an exact reproduction of one of our big values from the dining room section. The set consists of buffet, server, cabinet, round table, one guest chair and five straight chairs. Special attention has been given to the finishing of this suite. It has a beautiful hand rubbed, shiny gloss. Come in and let us show you the set.



**Mattress Special**  
**\$9.85**

These 45 lb. Felted Cotton Mattresses are of first quality throughout. They have foral art ticking, roll edge construction, and are positively guaranteed to give you restful sleep and lasting service. A real mattress bargain.



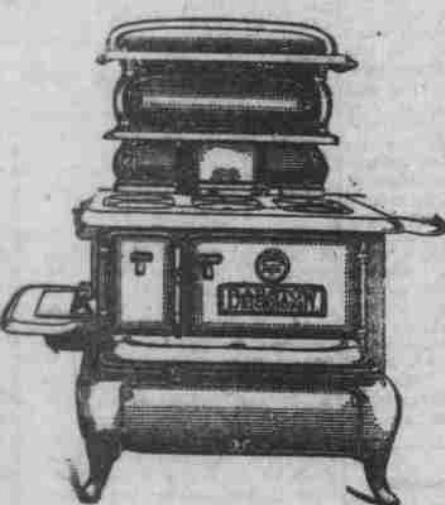
**Attractive Four-Piece Walnut Suite**

This is an exceptionally high-grade and stylish suite from one of the best makers of high-grade furniture. The value cannot be duplicated anywhere. American walnut, large size pieces, new styled bow-foot bed, dust-proof. Pieces may be bought separately if desired. Four pieces.



**Blankets and Comforters**

Prices are lower this Fall. That will be good news to every woman who needs new blankets and comforters. Our stocks are large and it will pay you to make your selections early while a complete range of sizes and materials is available.



We Are Sole Agents For The Celebrated

**Barstow Richmond Ranges**

The World's Best by Every Test. Place your order here now as Ranges and Heaters are going up.

Ranges from \$49.50 up  
Heaters from \$12.00 up

**This Handy Ironing Board**



**\$1.49**

There are only a limited number of these handy, firmly constructed Ironing Boards which we will offer

**TOMORROW MORNING FROM 9 TO 12**  
These handy boards are solidly constructed, of the collapsible type, which may be folded up when not in use and conveniently placed out of the way. Come in tomorrow morning during this 3-hour sale and secure one at this exceptionally low price.

The Newest and Finest Furniture Store in the State.  
Our Prices Always the Lowest.

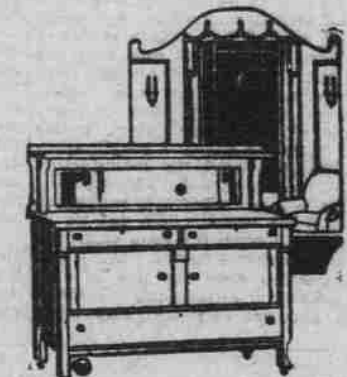
OUR METHODS APPEAL TO ALL WHO LIKE A SQUARE DEAL

**SCHWARTZ BROS.**

THE BIG STORE WITH THE LITTLE PRICES

76-78-80-82 MAIN ST.

OUR REPUTATION BUILT ON QUALITY OUR BUSINESS BUILT ON VALUE



**This Beautiful, Genuine Quartered Oak Buffet**

Large mirror, one drawer lined for silverware, golden finish.

**SPECIAL AT \$39.75**

All are welcome to visit our Six-room Bungalow, completely furnished. Many helpful suggestions for those going house-keeping.



## THE FARMER'S TALK TO FARMERS

### PRODUCTION AND SELLING

(Written Specially For The Bulletin.)  
Says the dweller in The Hartford Times "Portico":

"Another trouble with our civilization is that one young man wishes to manufacture something and seven wish to sell it."

A very neat blow square on the head of the nail. Of a nail which needs hitting, too. People laugh at "Get-rich-quick-Wallingford," and feel a real sense of relief when his fictional adventures in graft and promotion peter out into failure. "Harred him right," we say. And then three out of every four of us begin to try and figure out some scheme by which we, too, can get rich quick and easy.

In a civilization founded on a reason and conducted by reasoning beings the producer would be, as a matter of course, the biggest toad in the puddle. It is perfectly clear, without requiring any argument, that anything widely needed or desired must take many times as much effort to make as to sell. Nothing which is not produced to fill a real want is worth producing, either. Yet, as things are, there actually seem to be about seven times as many young people wanting a salary and commission for selling as there are wanting a chance to earn wages making them.

What is "salesmanship?" I don't happen to know what it is in theory or in the dictionary, but we all know that in practice it is the art either of selling some one something he doesn't want, or of getting out of him a high price for something he does want. Its principal requisite is "tact" which is simply the high-brow word for facile dissimulation. It may cause some strain to those faculties known as conscience and invention, but seldom involves any undue

stimulation of the sweat-glands. It doesn't hold with any such antiquated belief as that good wine needs no bush. It is more concerned with the "Old Crow" label on the bottle than with the raw "hooch" within it.

Also, it frequently permits the regular wearing of "boiled shirts" and shiny, polished boots. Instead of the grimy overalls which mostly garb real producers. Moreover, it is garnished with salaries and commissions which certainly are more impressive, on paper, anyway, than mere wages. And, not least of all, it always affords the hope of making some big killing, or pulling off some big stunt; of getting rich quick.

Production on the other hand, is a rather humdrum process. It simply means the working over of something which nobody wants or can use in its natural shape, into something which practically everybody can use and a great many actually need. This involves not only head-work but hand-work. It requires for one example, the handling of a lot of excessively dirty iron ore and a lot of grimy soft coal and the tending of a good many oily and smearing machines before the twelve million women who want needles can have them, pointed, eye-letted, polished to the queen's taste.

Or, in our own rural case, it involves the loading and spreading of many million tons of unimproved filthy manure; the plowing of many million acres of perhaps gravelly, perhaps lumpy, perhaps mucky, but always genuinely dirty dirt; the harvesting in clouds of dust under a blazing sky; the calousing of palms, the breaking of finger-nails, the daily wearing of clothes so old and begrimed that no further soiling or tearing can make them more worthy of the rag-

bag. All this must be slogged through with before the beggarly elements can be turned into lamb-chops and tea-biscuits and French tartes—not to mention trips and potatoes.

How many processes of production are required before the various food elements lurking hidden in the soil of a Dakota wheat-field have been transformed into the loaf of bread on your table? Let one of the lads follow it through, from the time the plow-point first enters the soil till the bread-knife severs the slice for him to butter and eat. If he makes a really thorough and complete job of it, I suspect he will have to sharpen his pencil more than once, before he gets the various stages all down in order.

The ancients imagined that the great giant Atlas bore up the earth on his shoulders. We know better, now. But we haven't yet seemed able to appreciate the fact that the world is really borne up and forwarded on the backs of its producers. They are the men who make the wheels go round. Indeed, they are the men who make the wheels themselves. It is they who lead the files of time. They are the authors and makers of everything which serves utility or beauty. They carry not only the present but all hope for the future on their Atlantic shoulders.

It might seem to some that it would be a worthy ambition to serve in their ranks. There are those to whom being a maker and a doer seems more admirable than being a mere barterer of other men's productions.

But every man's observation tells him that the rustic comment of our friend in the Portico is nevertheless warranted by facts. Where there is one man who is not only willing but eager to produce something, there are seven slackers waiting at the shop-door or the farm gate for the chance to "make a dollar" by selling the thing he has produced.

Why is it that America is today rich and powerful among the nations of the earth? For one reason, because it hasn't yet lost the momentum imparted by our forefathers. They were men of their hands, as well. They had small time for and less interest in such things as barter and trade. They regarded such secondary matters to the rear, where they belong. On farm and in forest, with muck and with musket, by land and by water, they took up their allotted work of transforming a wilderness into an empire. They gave little time to chaffing over profits and percentages, but spent themselves to the end in conquering a continent for us, their descendants.

The impetus they supplied has carried us far. Some of it still acts, as some of their blood still flows in our veins. But there is no doubt that the push is weakening and the speed slackening. One sign of it is in this very matter of which we are talking.

Commentators may differ as to exactly what the prophet meant when he foretold a time when seven women should take hold of one man. But when we get to such point that seven sellers grab hold of one producer's output and try to make a better living for all seven off selling-profits than he made for himself out of productive earnings—why then it needs no prophet to tell us that the car has somehow got before the horse. And that is not a position conducive to safe and speedy transportation.

I am not of those who maintain that the old times were always the good times. I honestly believe in Progress—with a capital P. But I don't believe it is progress of any desirable sort to turn off the straight road because it happens to be a little steep and the down-hill grade looks easier. Do you? Nor do I believe it is progress to tear down a substantial, built-to-last house in order to erect a flimsy lath-and-plaster bungalow good for two summers and one winter in its place. Do you?

It doesn't seem to me sensible to flout all the lessons of experience and deny all the teachings of history. Does it to you? One of the first lessons of experience is that only good work endures or deserves to endure. One of the most impressive teachings of history is that the desire for unearned luxury is a certain forerunner of national degeneracy.

Honestly, I don't quite know why I am talking this way to farmers. For they're about the only set of men left who are sticking to their work of producing things, and who are daily being made the butt of sneering comment from the white-handed ranks because they can't or won't devote more thought to the selling end of their business. They don't need this sort of gospel as much as many others. But somebody ought to say it. And the Portico text was so tantalizing that I couldn't let it pass.

Please understand that there's nothing personal in it. I'm not aiming at you, nor at any one in particular. But I'll bet a good cookie against a cold-storage egg that you'll find near-by practical applications for it, if you care to search them out.

THE FARMER.

Whispers of Scotch Home Rule.

There is reported to be in Scotland, since the establishment of the Irish Free State, a new enthusiasm on the subject of Scottish home rule.—From the New York Herald.

Some people are naturally nervous, while others have prickly heat.

## If You Folks Are Not All Set For Winter, LISTEN!

Perhaps You've Gotton Along Better Than Most People You Know, BUT

when it was "bitter cold" for days and days in a stretch and you had to force your heater, haven't you wished it wasn't necessary?

And when, no matter how hard you "crowded" the fire, you still found it necessary to shut off certain rooms, didn't it inconvenience you?

And when you realized a lot of your hard-earned cash was being lost in wasted heat and costly fuel, didn't it annoy you?—and when coal was very scarce didn't you wish you could burn wood as well?

And when you were not absolutely sure of the family's safety, weren't you worried?

And during damp, chilly days of Fall and Spring, when you wanted a little heat quickly, and after a long, shivering wait, gotten too much, weren't you disgusted?

And haven't you wished for a heating system that with a reasonable amount of fuel, would really heat your whole home in a way that is healthful and clean, with attention once or twice daily—one which would rid yourself and family of the annoying experiences of recent winters? If so, you are ready to learn more about the

## ROUND OAK

PIPELESS HEATING SYSTEM

**J. P. Barstow & Co.**

Telephone 897

23-25 Water Street, Norwich

## —OPEN FOR BUSINESS—

In our New Store, with a New Stock of Ready-to-Wear Clothing and Furnishings for Men and Boys.

Our ample stock of Men's Suits, Overcoats and Pants, were never so complete as it is today, because our new location is more than double the floor space, so we bought more merchandise, and the more we buy the more we must sell. We are sure to sell our goods because they are made PERFECT, FIT WELL, and at the LOWEST PRICE in the city.

For our Opening, Saturday, September 30th, we have arranged the following specials:

One lot of Men's Suits, 2 pair of pants, at \$14.00, worth \$25.00

One lot of Men's and Young Men's Suits with 2 pair of pants, at \$17.95, value at \$28.00.

Overcoats for Men and Young Men, \$17.00 to \$35.00

One lot of fine Heavy Blue Serges, single and double breasted, with 2 pair of pants, at \$21.50, value at \$32.00.

Boys' Corduroy Suits at \$4.25, value \$7.00

Mackinaws at \$5.95, worth \$8.00

Our entire stock of Pants for work and dress at astounding low prices.

We do tailoring. Our price for Suits to make is \$22.00, with the best of trimmings. We also do alterations on Ladies' and Gent's Clothing. Our price is low—50c per hour for labor. It will cost you very little to have your work done here. Our shop is in the rear of the store. Bring in your work through the front entrance. Our work is guaranteed.

**L. POLLOCK, 327 Main St., Opp. Post Office**